

Current Data

New Retail Deliveries YTD (units)	16
Month of Year	12
Average # Retail Units Delivered Per Month	1
Total # Units Currently in Inventory	3
Months Supply "In Units"	2.3
CURRENT Inventory Turn Rate	5.3
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 9,571
CURRENT Monthly Gross Profit	\$ 12,762
CURRENT Yearly Front End Gross Profit Total	\$ 153,138



Projection

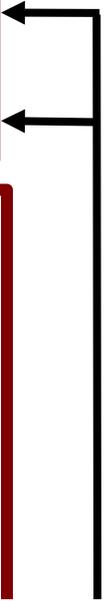
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\$	10,000.0
	2
\$	17,500
\$	4,739
\$	210,000
\$	56,862

Additional Income

			Monthly
			1
Current New Vehicle F&I Average PVR		0	\$ -
PDI & Accessory Sales PVR	X 50% Gross	\$ -	\$ -
Trade %	# of Trades	-	\$ -

UV Immediate Wholesale %		# of Trades Immediate Wholesaled	-	\$ -
Average Recon on U/C Trade		X 50% Gross	\$ -	\$ -
Average PUVR Wholesale				\$ -
Average PUVR (Front and Back) on Trades				\$ -
Hard Pack Per Unit UV				\$ -
Hard Pack Per Unit NV				\$ -
Doc Fee/ Admin Fee Per Unit				\$ -
OEM Incentives Per Unit				\$ -
Floorplan Assistance Per Unit				\$ 4,738.50
Advertising Credits Per Unit				\$ -
				\$ 4,739
Note: This does not include future Gross Opportunities				\$ 17,500

ns	
PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED Annualized Front End Gross Profit Variance	



PROJECTED	<u>Yearly</u>
Additonal NV Units	12
NV F&I Increase	\$ -
PDI & Accesory Increase	\$ -
UV Wholesale Increase	\$ -

UV Recon Increase	\$	-
UV Retail PUVR Increase	\$	-
Hard Pack Increase UV	\$	-
Hard Pack Increase NV	\$	-
Doc Fee/Admin Fee/ Service Charge Increase	\$	-
OEM Incentives Increase	\$	-
Floorplan Assistance Increase	\$	-
Advertising Credit Increase	\$	-
Front End Variance (from above)	\$	56,862
Total Additional Income	\$	-
Total Variance	\$	56,862
Total Projected Gross (Variance + Current)	\$	210,000





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ACADEMY

Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ -	\$ -
PDI & Accessory Sales PVR	\$ -	X 50% Gross	\$ -	\$ -
Trade %	0%	# of Trades	-	-

UV Immediate Wholesale %	0%	# of Trades Immediate Wholesaled	-	-
Average Recon on U/C Trade	\$ -	X 50% Gross	\$ -	\$ -
Average PUVR Wholesale			\$ -	\$ -
Average PUVR (Front and Back) on Trades			\$ -	\$ -
Hard Pack Per Unit UV			\$ -	\$ -
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ -	\$ -
OEM Incentives Per Unit			\$ -	\$ -
Floorplan Assistance Per Unit			\$ -	\$ -
Advertising Credits Per Unit			\$ -	\$ -
Total Washout PNVR			\$ 9,571	\$ -
Note: This does not include future Gross Opportunities				

